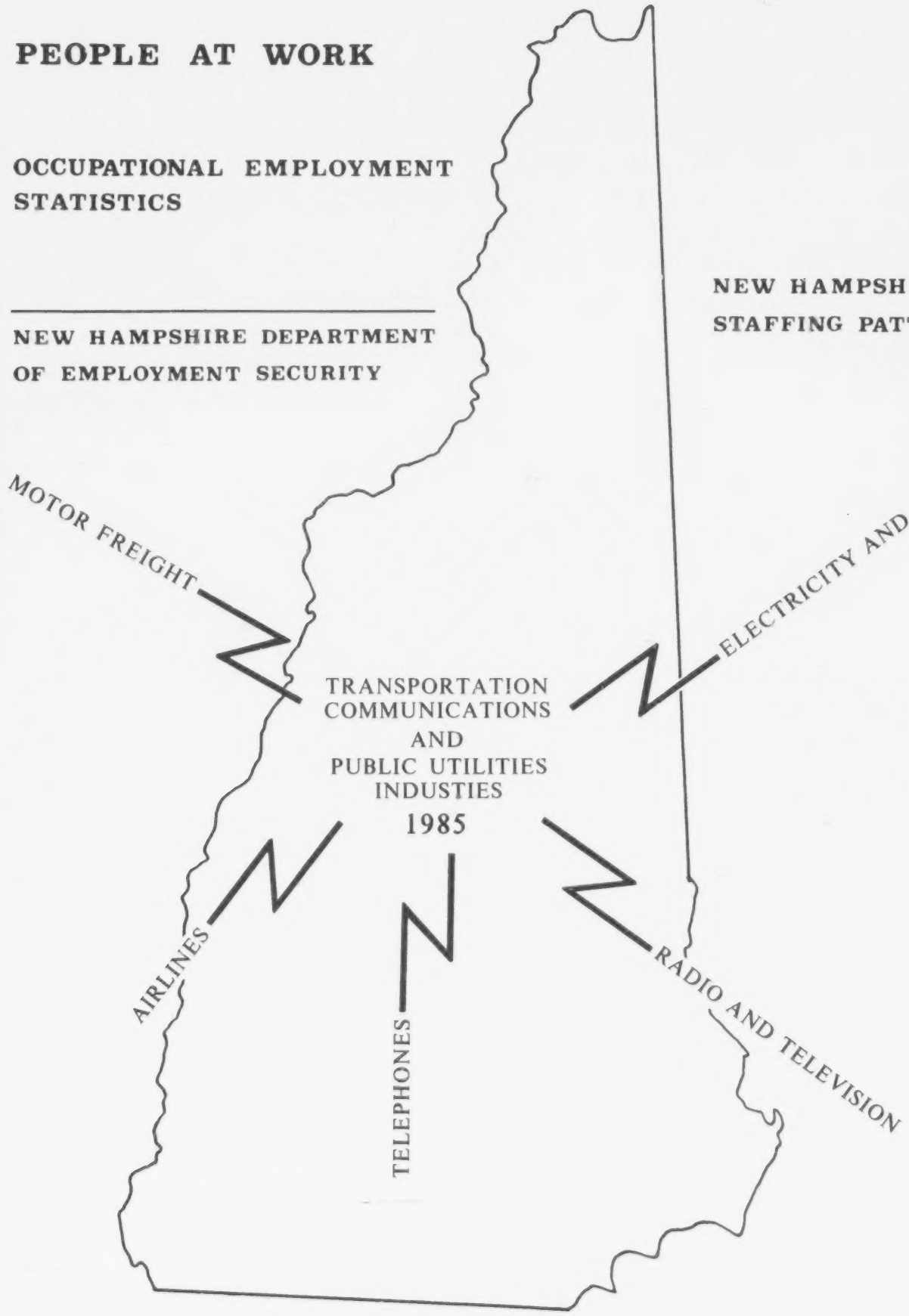
PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

NEW HAMPSHIRE STAFFING PATTERNS



NEW HAMPSHIRE STAFFING PATTERNS

IN

TRANSPORTATION, COMMUNICATIONS

AND

PUBLIC UTILITIES INDUSTRIES

1985

An Occupational Employment Statistics Survey

Conducted By The

Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

In Cooperation With The

U. S. BUREAU OF LABOR STATISTICS

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, MA and the national level in Washington, D.C. for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff William Halm, with programming and data processing support provided by Richard Ricard, and typing by Madaline S. Moulton.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

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INTRODUCTION

The United States Department of Labor initiated the OES program in mid 1971 to meet the increasing demand for current occupational data. The program consists of three distinct segments: The survey; the industry-occupational matrix and the industry employment projections. This publication only presents the survey phase of the program.

The OES survey is a periodic mail survey of a sample of establishments selected from the ES-202. The survey is conducted over a three year cycle. Manufacturing and Hospitals are surveyed in the first year; one half the nonmanufacturing industries in the second year; and the remainder of nonmanufacturing industries in the third year. Data are collected from employing establishments primarily by mail with telephone followups and personal visits when an establishment's response is critical to the survey. The OES survey is based on a random sample, stratified by industry and size, and designed to represent the total or "universe" of establishments covered in the survey. These data are then used to estimate total nonfarm wage and salary employment by occupation and industry for the state and selected substate areas.

The industry-occupational matrix is a chart, or array which is divided into columns and rows. The columns represent divisions of industry, such as manufacturing, finance, insurance and real estate (FIRE), Wholesale and Retail Trade and Services. The rows represent large occupational groupings, including professional, paraprofessional and technical workers, clerical workers and sales workers. Each column and row is subdivided to provide a more detailed matrix of industries and occupations. For example, in the banking industry, tellers are listed in the clerical group, and computer programmers are listed in the professional, paraprofessional and technical group. Also the banking industry is part of the finance, insurance and real estate division.

The industry employment projections by occupation are based on knowing the staffing pattern or occupational makeup of the industry (as determined by the OES survey) and the industry employment for the target year. The industry employment is projected to the target year using a statistical technique called "regression analysis." The projected occupational employment is obtained by applying the adjusted staffing pattern ratios.

Between April 1985 and June 1986, the New Hampshire Department of Employment Security conducted an occupational employment survey of Transportation and Public Utilities Industries by means of a questionnaire. This report was compiled from usable returns from the original mailing plus three follow-ups.

As used in this report, Standard Industrial Classification (SIC) defines industries according to composition and structure and spans the entire field of economic activities. Industrially

classified statistics are used not only to show how industries have performed over past years but to indicate emerging and rapidly growing industries. No comparison between 1985 occupational estimates and the data from previous OES surveys was possible due to changes in the occupational coding system.

The goal of the OES program is to direct training programs to meet both current and long-range personnel needs. To that end, it is an invaluable tool enabling employers, educational planners, manpower analysts, economists and other users to intelligently deal with inequities in the supply and demand of workers in specific occupations on the local, state or national level.

SUMMARY
OCCUPATIONAL EMPLOYMENT
IN
TRANSPORTATION, COMMUNICATION, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

There were an estimated 15,231 wage and salary workers in the Transportation, Communication, and Public Utilities industries covered by the New Hampshire Unemployment Compensation Law during the survey period of the second quarter of 1985. Compared to a similar survey in 1982, employment in these industries grew by 1,111 workers or almost eight percent.

The four major industrial groups presente in this occupational report by two-digit SIC (Standard Industrial Classification) were Passenger Transportion (SIC 41); Motor Freight Transportation and Warehousing (SIC 42); Communication (SIC 48); and Electric, Gas and Sanitary Services (SIC 49). The Communication industry employed the largest number of workers with 4,432 (29.1 percent) followed by Motor Freight Transportation and Warehousing with 4,181 Workers (27.5 percent); Electric, Gas and Sanitary Services with 3,473 workers (22.8 percent) and Passenger Transportation with 1,508 workers (9.9 percent). The remaining three industries in this segment of the economy, namely SIC 44, 45 and 47 combined to make up less than eleven percent of the total employment and each industry was too small to meet publication criteria in the OES (Occupational Employment Statistics) program.

Since the 1982 survey the Motor Freight Transportation and Warehousing industry grew by 712 workers (21 percent) while Electric, Gas and Sanitary Services only added 137 workers (4 percent). The Communication industry lost 551 workers (11 percent) while the Passenger Transportation industry was the most stable with an increase of only 11 workers.

Our sample consisted of 324 units representing an employment of 13,442. Usable responses were received from 243 units or 75 percent of the units sampled. The reported employment was 11,302 or 84 percent of the employment in the sample.

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS, AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Total All Occupations		15,231	100.0
MANAGERS AND ADMINISTRATORS	10000-19999	1,118	7.3
Financial Managers	13002	86	0.6
Personnel, Training and Labor Relations Managers	13005	32	0.2
Purchasing Managers	13008	15	0.1
Marketing, Advertising, and Public Relations Managers	13011	138	0.9
Administrative Services Managers	13014	19	0.1
Engineering, Mathematical and Natural Science Managers	13017	84	0.5
Communications, Transportation and Utility Operations Managers	15023	422	2.8
General Managers and Top Executives	19005	271	1.8
All Other Managers and Administrators	19999	51	0.3
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	1,519	10.0
Accountants and Auditors	21114	99	0.6
Budget Analysts	21117	13	0.1
All Other Financial Specialists	21199	14	0.1
Purchasing Agents-Except Wholesale, Retail and Farm Products	21308	15	0.1
Personnel, Training and Labor Relations Specialists	21511	24	0.2
All Other Management Support Workers	21999	81	0.5
Nuclear Engineers	22117	11	0.1
Civil Engineers, Including Traffic	22121	54	0.3
Electrical and Electronic Engineers	22126	112	0.7
Mechanical Engineers	22135	27	0.2
All Other Engineers	22199	150	1.0

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS,
AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Civil Engineering Technicians and Technologists	22502	18	0.1
Electrical and Electronic Engineering Technicians and Technologists	22505	41	0.3
Drafters	22514	23	0.2
All Other Engineering and Related Technicians and Technologists	22599	47	0.3
Life Scientists	24300	11	0.1
Physical and Life Science Technicians and Technologists	24500	21	0.1
Systems Analysts, EDP	25102	59	0.4
Computer Programmers	25105	43	0.3
Teachers and Instructors, Vocational Education and Training	31314	22	0.1
Emergency Medical Technicians	32508	155	1.0
Writers and Editors	34002	25	0.2
Public Relations Specialists and Publicity Writers	34008	11	0.1
Reporters and Correspondents	34011	53	0.3
Broadcast News Analysts	34015	40	0.3
Announcers, Radio and Television	34017	181	1.2
Camera Operators, TV and Motion Pictures	34026	54	0.3
Broadcast Technicians	34028	48	0.3
Airplane Dispatchers and Air Traffic Controllers	39002	10	0.1
All Other Professional, Paraprofessional, and Technical Workers	39999	57	0.4
SALES OCCUPATIONS	40000-49999	692	4.6
First Line Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	29	0.2
Sales Agents, Selected Business Services	43017	216	1.4
Travel Agents	43021	335	2.2
Sales Agents, Advertising	43023	24	0.2
Cashiers	49023	56	0.4

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS,
AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
All Other Sales and Related Workers	49999	32	0.2
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	3,705	24.3
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	558	3.7
Adjustment Clerks	53123	27	0.2
Bill and Account Collectors	53508	17	0.1
Reservation and Transportation Ticket Agents	53805	88	0.6
Secretaries	55100	256	1.7
Receptionists and Information Clerks	55305	58	0.4
Typists	55308	20	0.1
Personnel Clerks, Except Payroll and Timekeeping	55314	16	0.1
Order Clerks-Materials, Merchandise, and Service	55323	34	0.2
Customer Service Representatives, Utilities	55335	386	2.5
Bookkeeping, Accounting, and Auditing Clerks	55338	344	2.3
Payroll and Timekeeping Clerks	55341	27	0.2
Billing, Cost and Rate Clerks	55344	114	0.7
General Office Clerks	55347	770	5.1
Billing, Posting, and Calculating Machine Operators	56002	30	0.2
Computer Operators, Except Peripheral Equipment	56011	34	0.2
Data Entry Keyers, Except Composing	56017	34	0.2
All Other Office Machine Operators	56099	7	*
Switchboard Operators	57102	33	0.2
Central Office Operators	57108	110	0.7
Dispatchers-Police, Fire and Ambulance	58002	12	0.1
Dispatchers, Except Police, Fire and Ambulance	58005	163	1.1
Production, Planning, and Expediting Clerks	58008	117	0.8
Meter Readers, Utilities	58014	142	0.9

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS,
AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Stock Clerks-Stockroom, Warehouse, or Storage Yard	58023	47	0.3
Traffic, Shipping, and Receiving Clerks	58028	64	0.4
All Other Material Recording, Scheduling, and Distributing Workers	58099	71	0.5
All Other Clerical and Administrative Support Workers	59999	126	0.8
SERVICE OCCUPATIONS	60000-69999	108	0.7
First Line Supervisors and Manager/Supervisors-Service	61000	13	0.1
Cleaning and Building Service Occupations, Except Private Households	67000	62	0.4
All Other Service Workers	69999	33	0.2
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	8,089	53.1
First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	342	2.3
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	34	0.2
First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	148	1.0
First Line Supervisors and Manager/Supervisors-Helpers, Laborers, and Material Movers, Hand	81017	81	0.5

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS,
AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	49	0.3
Precision Inspectors, Testers and Graders	83002	49	0.3
All Other Inspectors, Testers, and Related Occupations	83099	12	0.1
Machinery Maintenance Mechanics, Water or Power Generation Plant	85118	169	1.1
Maintenance Repairers, General Utility	85132	108	0.7
Automotive Mechanics	85302	104	0.7
Bus and Truck Mechanics and Diesel Engine Specialists	85311	186	1.2
Aircraft Mechanics	85323	83	0.5
Central Office and PBX Installers and Repairers	85502	257	1.7
Signal or Track Switch Maintainers	8511	11	0.1
All Other Communications Equipment Mechanics, Installers and Repairers	85599	28	0.2
Telephone and Cable TV Line Installers and Repairers	85702	309	2.0
Electronics Repairers, Commercial and Industrial Equipment	85717	94	0.6
Powerhouse, Substation and Electricians	85721	108	0.7
Electrical Powerline Installers and Repairers	85723	641	4.2
Station Installers and Repairers, Telephone	85726	283	1.9
All Other Electrical and Electronic Equipment Mechanics, Installers and Repairers	85799	41	0.3
Precision Instrument Repairers	85905	65	0.4
Electric Meter Installers and Repairers	85911	62	0.4
Mechanical Control and Valve Installers and Repairers	85928	11	0.1
Gas Appliance Repairers	85944	59	0.4

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS,
AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
All Other Mechanics, Installers and Repairers	85999	32	0.2
Pipelayers	87508	15	0.1
Rail-Track Laying and Maintenance Equipment Operators	87714	60	0.4
All Other Construction Trades Workers	87999	25	0.2
All Other Precision Workers	89999	3	*
All Other Machine Operators and Tenders	92998	5	*
Welders and Cutters	93914	28	0.2
Water and Liquid Waste Treatment Plant and System Operators	95002	14	0.1
Gas Plant Operators	95005	14	0.1
Power Generating Plant Operators, Except Auxiliary Equipment Operators	95021	51	0.3
Auxiliary Equipment Operators, Power	95023	37	0.2
Power Reactor Operators	95026	20	0.1
Power Distributers and Dispatchers	95028	57	0.4
All Other Plant and System Operators	95099	6	*
Truck Drivers, Heavy or Tractor Trailer	97102	1,558	10.2
Truck Drivers, Light-Include Delivery and Route Workers	97105	466	3.1
Bus Drivers	97108	61	0.4
Bus Drivers, School	97111	797	5.2
Taxi Drivers and Chauffeurs	97114	175	1.1
Railroad Conductors and Yardmasters	97302	35	0.2
Locomotive Engineers	97305	38	0.2
Railroad Brake, Signal and Switch Operators	97317	102	0.7
Service Station Attendants	97805	125	0.8
All Other Transportation and Related Workers	97899	37	0.3
Industrial Truck and Tractor Operators	97947	170	1.1

STAFFING PATTERNS
IN
TRANSPORTATION, COMMUNICATIONS,
AND PUBLIC UTILITIES INDUSTRIES
(SIC 40-42, 44-49)

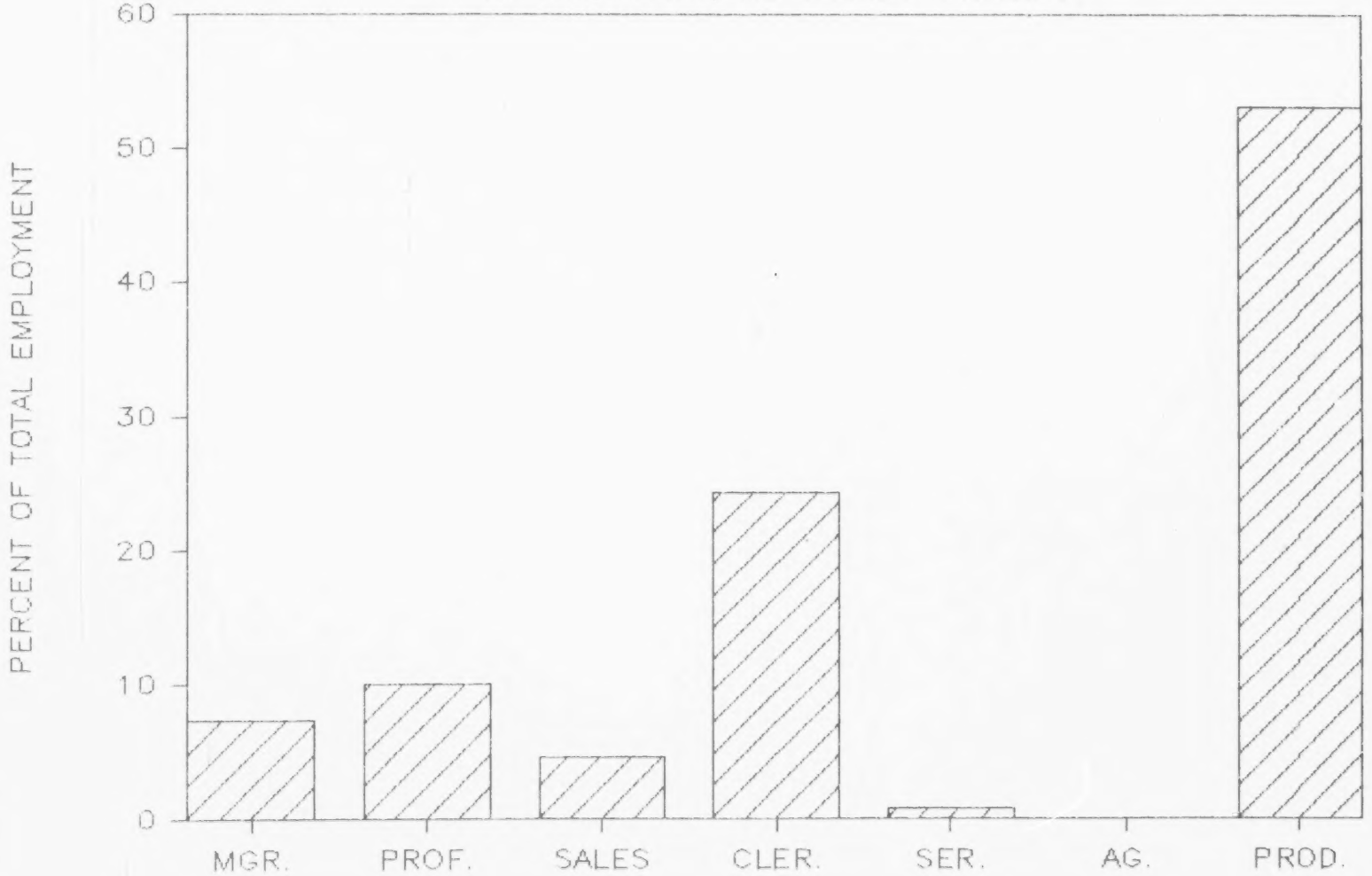
OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
Operating Engineers	97956	28	0.2
All Other Material Moving Equipment Operators	97999	40	0.3
Helpers-Electricians and Power-Line Transmission Installers	98313	31	0.2
Stevedores, Except Equipment Operators	98702	14	0.1
Refuse Collectors	98705	135	0.9
Hand Packers and Packagers	98902	22	0.1
Vehicle Washers, and Equipment Cleaners	98905	25	0.2
All Other Helpers, Laborers and Material Movers, Hand	98999	529	3.5

THE FIFTEEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK
(SIC 40-42, 44-49)

RANK	OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1985 EMP.	PERCENT OF TOTAL
1	Truck Drivers, Heavy Or Tractor Trailer	97102	1,558	10.2
2	Bus Drivers, School	97111	797	5.2
3	General Office Clerks	55347	770	5.1
4	Electrical Powerline Installers and Repairers	85723	641	4.2
5	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support-Occupations	51002	558	3.7
6	Truck Drivers, Light-Include Delivery and Route Workers	97105	466	3.1
7	Communications, Transportation and Utility Operations Managers	15023	422	2.8
8	Customer Service Representatives, Utilities	55335	386	2.5
9	Bookkeeping, Accounting, and Auditing Clerks	55338	344	2.3
10	First Line Supervisors and Manager/ Supervisors-Mechanics, Installers and Repairers	81002	342	2.3
11	Travel Agents	43021	335	2.2
12	Telephone and Cable TV Line Installers and Repairers	85702	309	2.0
13	Station Installers and Repairers, Telephone	85726	283	1.9
14	General Managers and Top Executives	19005	271	1.8
15	Central Office and PBX Installers and Repairers	85502	257	1.7

EMPLOYMENT BY OCCUPATIONAL GROUP

TRANS., COMM., AND PUBLIC UTILITIES



STAFFING PATTERNS
LOCAL AND SUBURBAN TRANSIT AND
INTERURBAN HIGHWAY PASSENGER TRANSPORTATION
(SIC 41)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1,508	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	66	4.4				
Communications, Transportation, and Utilities Operations Managers	15023	41	2.7	28	53	29	32.4
General Managers and Top Executives	19005	16	1.1	29	21	11	20.6
All Other Managers and Administrators	19999	9	0.6	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	162	10.7				
All Other Financial Specialists	21199	3	0.2	NA	-	-	NA
All Other Management Support Workers	21999	2	0.1	NA	-	-	NA
Emergency Medical Technicians	32508	155	10.3	14	176	134	20.6
All Other Professional, Paraprofessional and Technical Workers	39999	2	0.1	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	7	0.5	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	132	8.7				
Secretaries	55100	17	1.1	15	20	14	29.4
Bookkeeping, Accounting, and Auditing Clerks	55338	25	1.7	19	30	20	35.3
Billing, Cost and Rate Clerks	55344	12	0.8	30	16	8	14.7
General Office Clerks	55347	11	0.7	33	15	7	14.7
Dispatchers, Police, Fire, and Ambulance	58002	12	0.8	18	14	10	11.8
Dispatchers, Except Police, Fire and Ambulance	58005	35	2.3	18	41	29	23.5
All Other Clerical and Administrative Support Workers	59999	20	1.3	NA	-	-	NA

STAFFING PATTERNS
LOCAL AND SUBURBAN TRANSIT AND
INTERURBAN HIGHWAY PASSENGER TRANSPORTATION
(SIC 41)

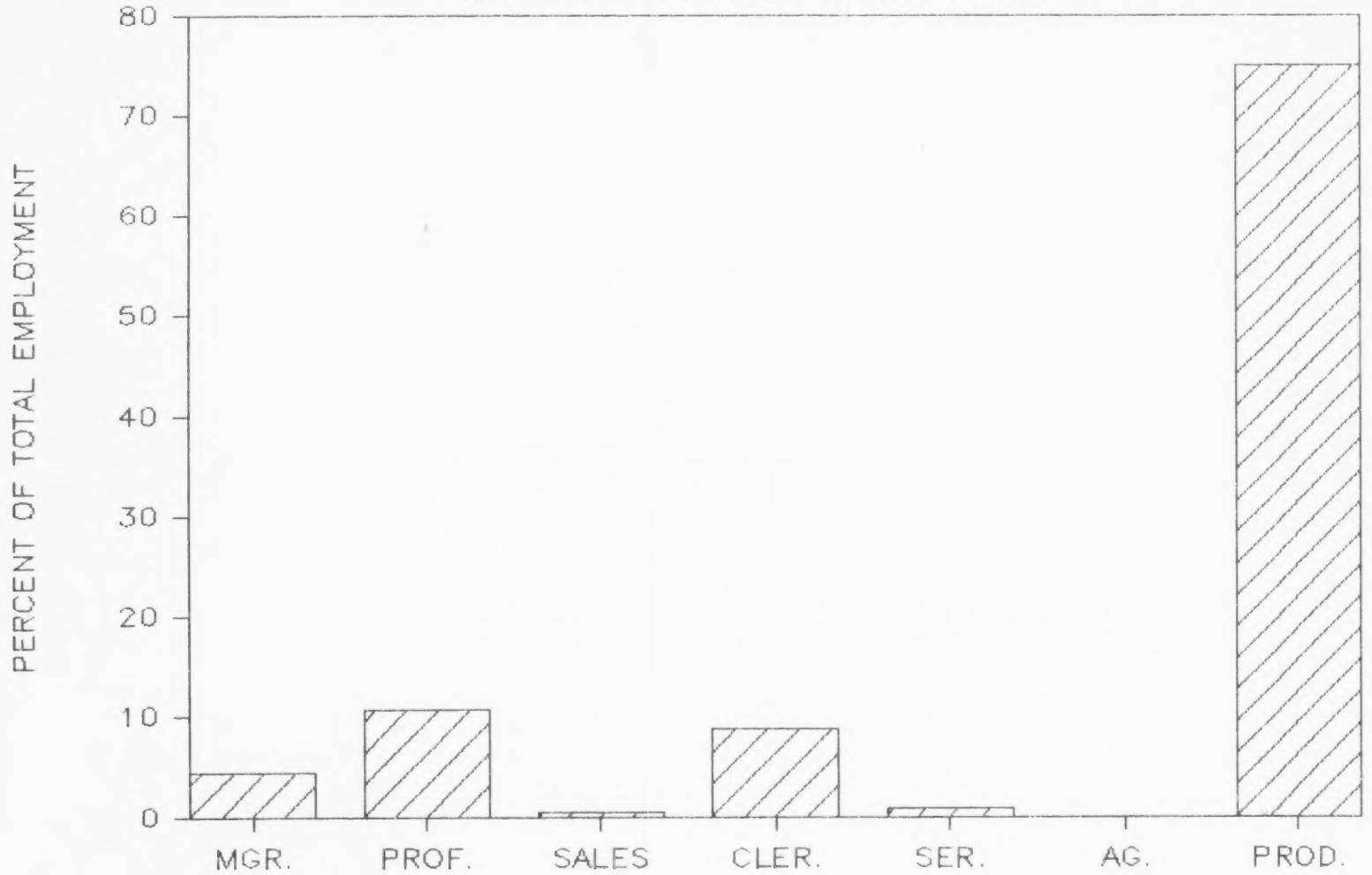
OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
SERVICE OCCUPATIONS	60000-69999	12	0.8	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,129	74.9				
First Line, Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	10	0.7	34	13	7	11.8
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	1	0.1	NA	-	-	NA
Bus and Truck Mechanics, and Diesel Engine Specialists	85311	39	2.6	13	44	34	26.5
All Other Mechanics, Installers, and Repairers	85999	38	2.5	NA	-	-	NA
Bus Drivers	97108	61	4.0	30	80	42	11.8
Bus Drivers, School	97111	797	52.8	2	815	779	47.1
Taxi Drivers and Chauffeurs	97114	175	11.6	4	182	168	26.5
All Other Transportation, and Material Moving Equipment Operators	97989	4	0.3	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	4	0.3	NA	-	-	NA

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK (SIC 41)

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMP.	PERCENT OF TOTAL
1	Bus Drivers, School	97111	797	52.8
2	Taxi Drivers and Chauffeurs	97114	175	11.6
3	Emergency Medical Technicians	32508	155	10.3
4	Bus Drivers	97108	61	4.0
5	Communications, Transportation, and Utilities Operations Managers	15023	41	2.7
6	Bus and Truck Mechanics, and Diesel Engine Specialists	85311	39	2.6
7	Dispatchers, Except Police, Fire and Ambulance	58005	35	2.3
8	Bookkeeping, Accounting, and Auditing Clerks	55338	25	1.7
9	Secretaries	55100	17	1.1
10	General Managers and Top Executives	19005	16	1.1

EMPLOYMENT BY OCCUPATIONAL GROUP

HIGHWAY PASSENGER TRANSPORTATION



STAFFING PATTERNS
MOTOR FREIGHT TRANSPORTATION
AND WAREHOUSING
(SIC 42)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,181	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	292	7.0				
Financial Managers	13002	21	0.5	22	26	16	9.5
Personnel, Training, and Labor Relations Managers	13005	16	0.4	22	20	12	8.3
Marketing, Advertising, and Public Relations Managers	13011	11	0.3	27	14	8	7.1
Communications, Transportation, and Utilities Operations Managers	15023	156	3.7	14	178	134	50.0
General Managers and Top Executives	19005	75	1.8	16	87	63	19.0
All Other Managers and Administrators	19999	13	0.3	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	41	1.0				
Accountants and Auditors	21114	21	0.5	22	26	16	11.9
All Other Management Support Workers	21999	3	0.1	NA	-	-	NA
All Other Professional, Paraprofessional and Technical Workers	39999	17	0.4	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	125	3.0				
First Line, Supervisors and Manager/Supervisors-Sales and Related Occupations	41002	12	0.3	24	15	9	4.8
Sales Agents, Business Services	43017	96	2.3	17	113	79	25.0
All Other Sales and Related Workers	49999	17	0.4	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	651	15.6				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	21	0.5	24	26	16	9.5

STAFFING PATTERNS
MOTOR FREIGHT TRANSPORTATION
AND WAREHOUSING
(SIC 42)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Secretaries	55100	68	1.6	20	82	54	27.4
Receptionists and Information Clerks	55305	10	0.2	23	12	8	4.8
Personnel Clerks	55314	11	0.3	26	14	8	3.6
Bookkeeping, Accounting, and Auditing Clerks	55338	91	2.2	15	104	78	33.3
Payroll and Timekeeping Clerks	55341	11	0.3	19	13	9	7.1
Billing, Cost and Rate Clerks	55344	76	1.8	11	84	68	33.3
General Office Clerks	55347	149	3.6	15	171	127	36.9
Billing, Posting and Calculating Machine Operators	56002	12	0.3	34	16	8	4.8
All Other Office Machine Operators	56099	21	0.5	NA	-	-	NA
Dispatchers-Except Police, Fire and Ambulance	58005	85	2.0	16	98	72	34.5
Stock Clerks-Stockroom, Warehouse or Storage Yard	58023	21	0.5	32	28	14	8.3
Traffic, Shipping and Receiving Clerks	58028	49	1.2	35	66	32	5.9
All Other Clerical and Administrative Support Workers	59999	26	0.6	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	9	0.2	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	3,063	73.2				
First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	131	3.1	18	154	108	26.2
First Line Supervisors and Manager/Supervisors-Helpers, Laborers, and Material Movers-Hand	81017	81	1.9	27	103	59	15.5
All Other First Line Supervisors and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	7	0.2	NA	-	-	NA

STAFFING PATTERNS
MOTOR FREIGHT TRANSPORTATION
AND WAREHOUSING
(SIC 42)

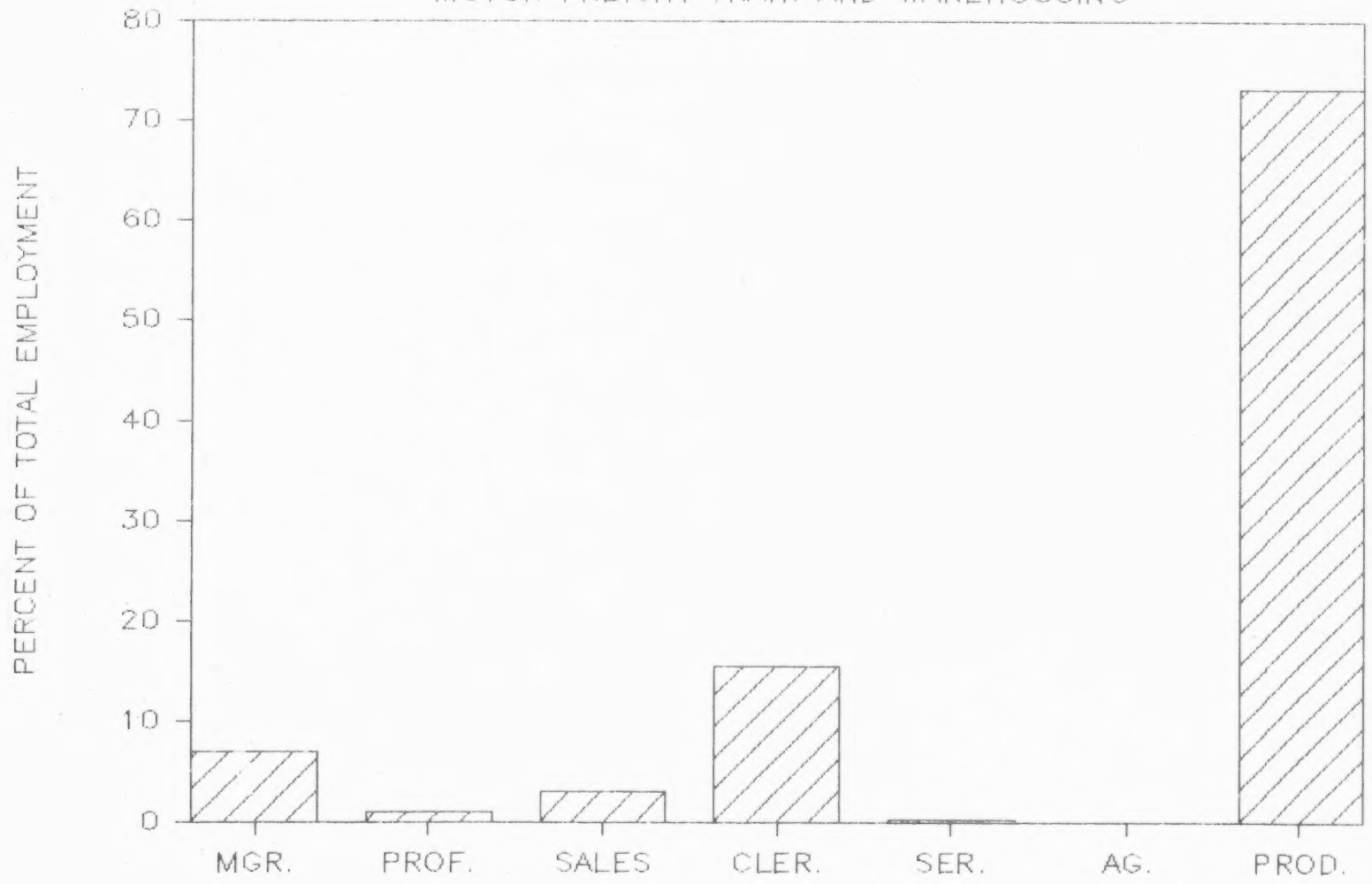
OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Inspectors, Testers and Related Occupations	83099	3	0.1	NA	-	-	NA
Maintenance Repairers, General Utility	85132	43	1.0	31	56	30	13.1
Automotive Mechanics	85302	20	0.5	36	27	13	7.1
Bus and Truck Mechanics and Diesel Engine Specialists	85311	143	3.4	16	161	125	39.3
All Other Mechanics, Installers and Repairers	85999	7	0.2	NA	-	-	NA
All Other Hand Workers	93999	3	0.1	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	1,528	36.5	6	1,619	1,437	84.5
Truck Drivers, Light- Include Delivery and Route Workers	97105	390	9.3	16	454	326	21.4
Industrial Truck and Tractor Operators	97947	136	3.3	28	174	98	14.3
All Other Material Moving Equipment Operators	97999	33	0.8	NA	-	-	NA
Refuse Collectors	98705	64	1.5	46	93	35	5.9
All Other Helpers, Laborers, and Material Movers, Hand	98999	474	11.3	NA	-	-	NA

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK (SIC 42)

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMP.	PERCENT OF TOTAL
1	Truck Drivers, Heavy Or Tractor Trailer	97102	1,528	36.5
2	Truck Drivers, Light-Include Delivery and Route Workers	97105	390	9.3
3	Communications, Transportation, and Utilities Operations Managers	15023	156	3.7
4	General Office Clerks	55347	149	3.6
5	Bus and Truck Mechanics and Diesel Engine Specialists	85311	143	3.4
6	Industrial Truck and Tractor Operators	97947	136	3.3
7	First Line Supervisors and Manager/Supervisors-Transportation and Material Moving Machine and Vehicle Occupations	81011	131	3.1
8	Sales Agents, Business Services	43017	96	2.3
9	Bookkeeping, Accounting and Auditing Clerks	55338	91	2.2
10	Dispatchers-Except Police, Fire and Ambulance	58005	85	2.0

EMPLOYMENT BY OCCUPATIONAL GROUP

MOTOR FREIGHT TRAN. AND WAREHOUSING



STAFFING PATTERNS
COMMUNICATION
(SIC 48)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,432	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	394	8.9				
Financial Managers	13002	35	0.8	16	41	29	38.7
Marketing, Advertising, and Public Relations Managers	13011	109	2.5	14	124	94	64.5
Engineering, Mathematical, and Natural Sciences Managers	13017	22	0.5	13	25	19	16.1
Communications, Transportation, and Utilities Operations Managers	15023	100	2.3	8	108	92	51.6
General Managers and Top Executives	19005	86	1.9	13	97	75	41.9
All Other Managers and Administrators	19999	42	0.9	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	685	15.5				
Accountants and Auditors	21114	15	0.3	31	20	10	16.1
Budget Analysts	21117	13	0.3	12	15	11	9.7
All Other Management Support Workers	21999	5	0.1	NA	-	-	NA
Electrical and Electronic Engineers	22126	37	0.8	22	45	29	19.4
All Other Engineers	22199	161	3.6	NA	-	-	NA
Electrical and Electronic Technicians and Technologists	22505	11	0.3	46	16	6	9.7
All Other Engineering Technicians and Technologists	22599	8	0.3	NA	-	-	NA
Writers and Editors	34002	23	0.5	23	28	18	25.8
Reporters and Correspondents	34011	53	1.2	30	69	37	19.4
Broadcast News Analysts	34014	40	0.9	30	52	28	19.4
Announcers, Radio and Television	34017	181	4.1	20	217	145	35.5
Broadcast Technicians	34028	48	1.1	35	65	31	29.0
All Other Professional, Paraprofessional and Technical Workers	39999	90	2.0	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	123	2.8				

STAFFING PATTERNS
COMMUNICATION
(SIC 48)

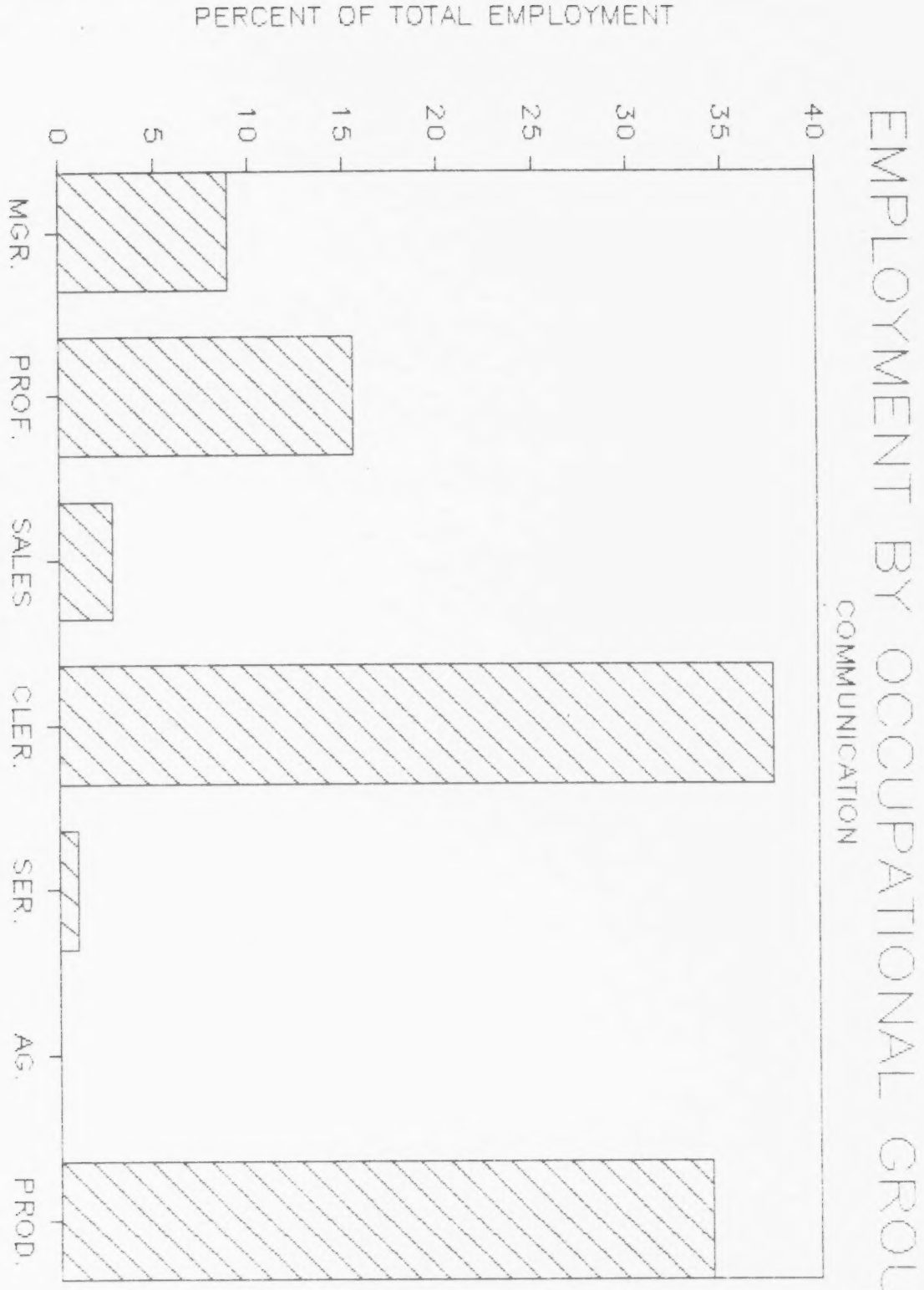
OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Sales Agents, Selected Business Services	43017	62	1.4	33	82	42	19.4
Sales Agents, Advertising	43023	24	0.5	9	26	22	9.7
Cashiers	49023	17	0.4	35	23	11	12.9
All Other Sales and Related Workers	49999	20	0.5	NA	-	-	NA
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	1,668	37.6				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	404	9.1	0	405	403	12.9
Secretaries	55100	86	1.9	9	94	78	38.7
Receptionists and Information Clerks	55305	30	0.7	33	40	20	25.8
Typists	55308	15	0.3	36	20	10	16.1
Customer Service Representatives, Utilities	55335	223	5.0	5	135	211	35.5
Bookkeeping, Accounting, and Auditing Clerks	55338	145	3.3	12	162	128	38.7
Billing, Cost and Rate Clerks	55344	11	0.3	45	16	6	9.7
General Office Clerks	55347	352	7.9	4	366	338	29.0
All Other Office Machine Operators	56099	12	0.3	NA	-	-	NA
Dispatchers, Except Fire, Police, and Ambulance	58005	27	0.6	13	30	24	19.4
All Other Material Recording, Scheduling, and Distributing Workers	58099	122	2.8	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	241	5.4	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	42	0.9				
Cleaning and Building Service Occupations, Except Private Households	67000	38	0.8	13	43	33	16.1
All Other Service Workers	69999	4	0.1	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,520	34.3				

STAFFING PATTERNS
COMMUNICATION
(SIC 48)

OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	182	4.1	4	189	175	48.4
All Other Inspectors, Testers and Related Occupations	83099	42	0.9	NA	-	-	NA
Central Office and PBX Installers and Repairers	85502	257	5.8	1	260	254	12.9
All Other Communications Equipment Mechanics, Installers, and Repairers	85599	27	0.6	NA	-	-	NA
Telephone and Cable TV Line Installers and Repairers	85702	309	7.0	11	343	275	48.4
Station Installers and Repairers, Telephone	85726	283	6.4	10	311	255	16.1
All Other Electrical and Electronic Equipment Mechanics, Installers, and Repairers	85799	387	8.7	NA	-	-	NA
All Other Mechanics, Installers, and Repairers	85999	27	0.6	NA	-	-	NA
All Other Construction Trades Workers	87899	4	0.1	NA	-	-	NA
All Other Helpers, Laborers, and Material Movers, Hand	98999	2	0.1	NA	-	-	NA

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK
(SIC 48)

RANK	OCCUPATIONAL TITLE	OES CODE	MAY 1985 EST. EMP.	PERCENT OF TOTAL
1	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	404	9.1
2	General Office Clerks	55347	352	7.9
3	Telephone and Cable TV Line Installers and Repairers	85702	309	7.0
4	Station Installers and Repairers, Telephone	85726	283	6.4
5	Central Office and PBX Installers and Repairers	85502	257	5.8
6	Customer Service Representatives, Utilities	55335	223	5.0
7	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	182	4.1
8	Announcers, Radio and Television	34017	181	4.1
9	Bookkeeping, Accounting and Auditing Clerks	55338	145	3.3
10	Marketing, Advertising, and Public Relations Managers	13011	109	2.5


EMPLOYMENT BY OCCUPATIONAL GROUP
COMMUNICATION
PERCENT OF TOTAL EMPLOYMENT
0
5
10
15
20
25
30
35
40
MGR.
PROF.
SALES
CLER.
SER.
AG.
PROD.

STAFFING PATTERNS
ELECTRIC, GAS, AND SANITARY SERVICES
(SIC 49)

OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		3,473	100.0				
MANAGERS AND ADMINISTRATORS	10000-19999	270	7.8				
Financial Managers	13002	19	0.5	10	21	17	18.5
Marketing, Advertising, and Public Relations Managers	13011	13	0.4	5	14	12	22.2
Engineering, Mathematical, and Natural Sciences Managers	13017	62	1.8	8	67	57	29.6
Communications, Transportation, and Utilities Operations Managers	15023	90	2.6	1	91	89	44.4
General Managers and Top Executives	19005	49	1.4	12	55	43	25.9
All Other Managers and Administrators	19999	37	1.1	NA	-	-	NA
PROFESSIONAL, PARA-PROFESSIONAL AND TECHNICAL OCCUPATIONS	20000-39999	600	17.3				
Accountants and Auditors	21114	54	1.6	6	57	51	37.0
All Other Financial Specialists	21199	14	0.4	NA	-	-	NA
All Other Management Support Workers	21999	108	3.1	NA	-	-	NA
Civil Engineers, Including Traffic	22121	29	0.8	7	31	27	18.5
Electrical and Electronic Engineers	22126	75	2.2	12	84	66	11.1
All Other Engineers	22199	43	1.2	NA	-	-	NA
Civil Engineering Technicians and Technologists	22502	18	0.5	27	23	13	11.1
Drafters	22514	18	0.5	0	18	18	11.1
All Other Engineering and Related Technicians and Technologists	22599	64	1.9	NA	-	-	NA
Computer Programmers	25105	39	1.1	4	40	38	18.5
All Other Professional, Paraprofessional and Technical Workers	39999	138	4.0	NA	-	-	NA
SALES AND RELATED OCCUPATIONS	40000-49999	33	0.9				
Sales Agents, Selected Business Services	43017	14	0.4	14	16	12	14.8

STAFFING PATTERNS
ELECTRIC, GAS, AND SANITARY SERVICES
(SIC 49)

OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
Cashiers	49023	19	0.5	19	23	15	29.6
CLERICAL AND ADMINISTRATIVE SUPPORT OCCUPATIONS	50000-59999	902	26.0				
First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	63	1.8	9	69	57	18.5
Bill and Account Collectors	53508	17	0.5	6	18	16	37.0
Secretaries	55100	49	1.4	11	54	44	51.9
Customer Service Representatives, Utilities	55335	163	4.7	8	177	149	33.3
Bookkeeping, Accounting, and Auditing Clerks	55338	41	1.2	13	46	36	59.3
Billing, Cost and Rate Clerks	55344	12	0.3	18	14	10	14.8
General Office Clerks	55347	203	5.9	3	209	197	48.1
Billing, Posting, and Calculating Machine Operators	56002	10	0.3	6	11	9	14.8
Computer Operators	56011	20	0.6	4	21	19	18.5
Data Entry Keyers	56017	18	0.5	9	20	16	18.5
All Other Office Machine Operators	56099	2	0.1	NA	-	-	NA
Switchboard Operators	57102	12	0.3	11	13	11	18.5
Dispatchers, Except Police, Fire and Ambulance	58005	12	0.3	25	15	9	25.9
Meter Readers, Utilities	58014	142	4.1	7	152	132	51.9
Stock Clerks-Stockroom, Warehouse Or Storage Yard	58023	13	0.4	9	14	12	25.9
All Other Material Recording, Scheduling, and Distributing Workers	58099	62	1.8	NA	-	-	NA
All Other Clerical and Administrative Support Workers	59999	63	1.8	NA	-	-	NA
SERVICE OCCUPATIONS	60000-69999	36	1.0				
Cleaning and Building Service Occupations, Except Private Households	67000	10	0.3	14	11	9	11.1
All Other Service Workers	69999	26	0.7	NA	-	-	NA
PRODUCTION, CONSTRUCTION, OPERATING, MAINTENANCE, AND MATERIAL HANDLING OCCUPATIONS	80000-98999	1,632	47.0				

STAFFING PATTERNS
ELECTRIC, GAS, AND SANITARY SERVICES
(SIC 49)

OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
First Line Supervisors and Manager/Supervisors-Mechanics, Installers, and Repairers	81002	132	3.8	5	138	126	59.3
First Line Supervisors and Manager/Supervisors-Construction Trades and Extractive Workers	81005	32	0.9	14	36	28	29.6
All Other First Line Supervisors, and Manager/Supervisors-Production, Construction, Maintenance and Related	81099	49	1.4	NA	-	-	NA
All Other Inspectors, Testers and Related Occupations	83099	15	0.4	NA	-	-	NA
Machinery Maintenance Mechanics, Water Or Power Generation Plant	85118	169	4.9	11	188	150	18.5
Maintenance Repairers, General Utility	85132	26	0.7	10	29	23	18.5
Automotive Mechanics	85302	34	1.0	7	36	32	14.8
Electrical Powerline Installers and Repairers	85723	348	10.0	6	368	328	25.9
All Other Electrical and Electronic Equipment Mechanics, Installers and Repairers	85799	140	4.0	NA	-	-	NA
Electric Meter Installers and Repairers	85911	62	1.8	8	67	57	22.2
Gas Appliance Repairers	85944	59	1.7	4	62	56	22.2
All Other Mechanics, Installers and Repairers	85999	81	2.3	NA	-	-	NA
All Other Construction Trades Workers	87899	30	0.9	NA	-	-	NA
All Other Machine Operators and Tenders	92998	5	0.1	NA	-	-	NA
Welders and Cutters	93914	20	0.6	2	20	20	14.8
Water and Liquid Waste Treatment Plant and System Operators	95002	14	0.4	12	16	12	11.1
Auxiliary Equipment Operators, Power	95023	37	1.1	11	41	33	11.1
All Other Plant and System Operators	95099	148	4.3	NA	-	-	NA
Truck Drivers, Heavy Or Tractor Trailer	97102	28	0.8	26	35	21	22.2
All Other Transportation and Related Workers	97899	8	0.2	NA	-	-	NA

STAFFING PATTERNS
ELECTRIC, GAS, AND SANITARY SERVICES
(SIC 49)

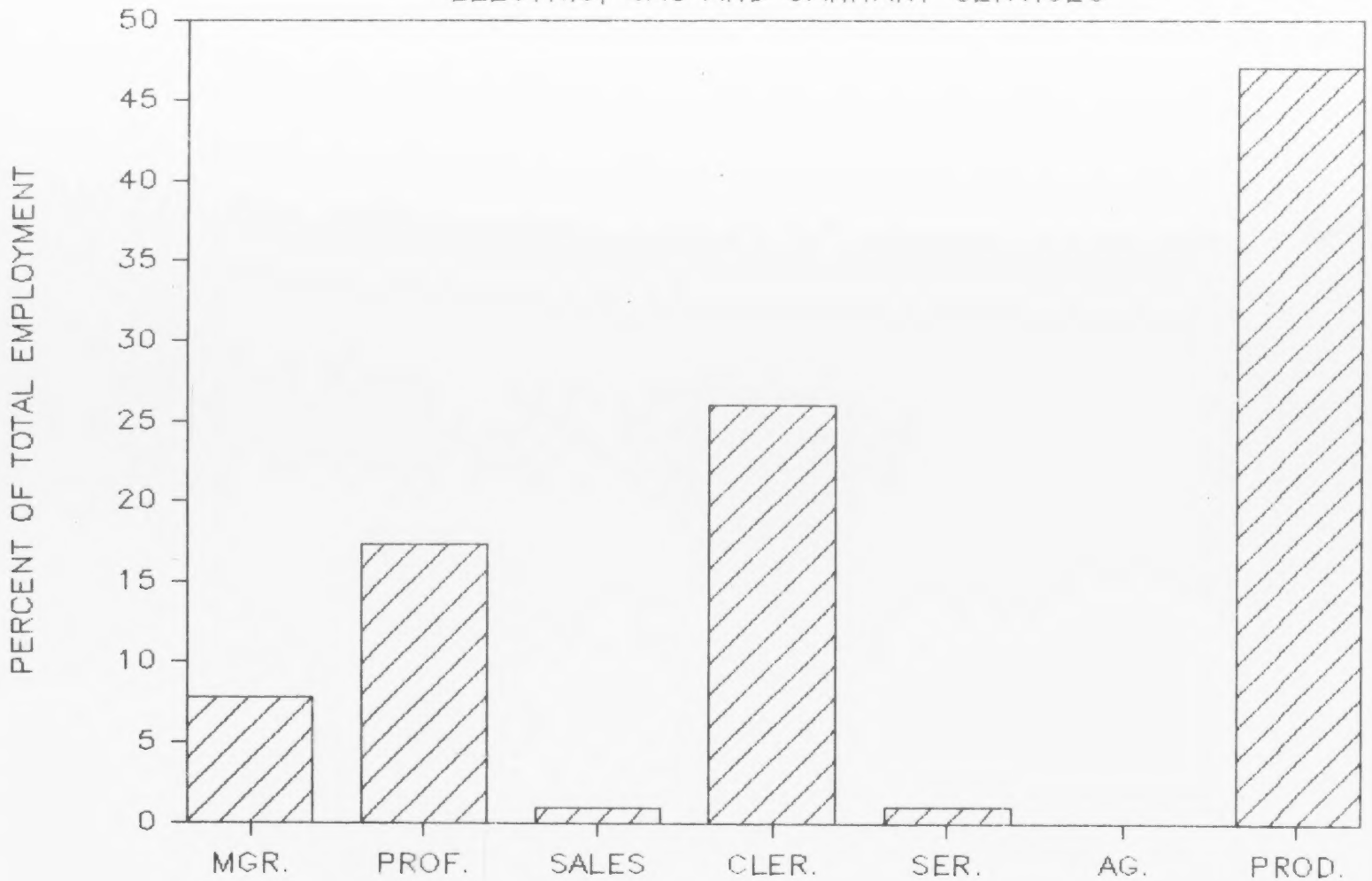
OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMPL.	PERCENT OF TOTAL	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT OF FIRMS REPORTING
All Other Material Moving Equipment Operators	97999	44	1.3	NA	-	-	NA
Helpers-Electricians and Powerline Transmission Installers	98313	31	0.9	41	44	18	18.5
All Other Helpers, Laborers, and Material Movers-Hand	98999	120	3.5	NA	-	-	NA

THE ELEVEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK
(SIC 49)

RANK	OCCUPATIONAL TITLE	OES CODE	APR. 1985 EST. EMP.	PERCENT OF TOTAL
1	Electrical Powerline Installers and Repairers	85723	348	10.0
2	General Office Clerks	55347	203	5.9
3	Machinery Maintenance Mechanics, Water Or Power Generation Plant	85118	169	4.9
4	Customer Service Representatives, Utilities	55335	163	4.7
5	Meter Readers, Utilities	58014	142	4.1
6	First Line Supervisors and Manager/Supervisors-Mechanics, Installers and Repairers	81002	132	3.8
7	Communications, Transportation, and Utilities Operations Managers	15023	90	2.6
8	Electrical and Electronic Engineers	22126	75	2.2
9	First Line Supervisors and Manager/Supervisors-Clerical and Administrative Support Occupations	51002	63	1.8
10	Electric Meter Installers and Repairers	85911	62	1.8
	Engineering, Mathematical, and Natural Sciences Managers	13017	62	1.8

EMPLOYMENT BY OCCUPATIONAL GROUP

ELECTRIC, GAS AND SANITARY SERVICES



A. Sample and Survey Response

The second quarter of the 1984 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The Transportation and Public Utilities Establishments were stratified by three digit SIC's (Standard Industrial Classification) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1985 as designated by the U.S. Bureau of Labor Statistics. The survey was conducted by mail and consisted of an initial mailing and three followups. Phone calls were made when needed to insure the validity of the estimates.

B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4 - 9 would be in one size class and those with employment of 10 - 19 would be in another size class, etc. One class size in one industry represents an estimating cell. All establishments in a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 100, and only one out of two establishments in this estimating cell is included in the sample, the weight assigned to this establishment would be the inverse of 1/2 which is two, and for estimating purposes, the 100 employment would have a representtion of 200 (2 X 100). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sampled establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the survey month of April, May or June 1985 depending on the industry being estimated. This yields the occupational make-up of the estimating cell for the month. Finally, the employment in like occupations are summed across all employment size classes within the three-digit SIC (Standard Industrial Classification) level to arrive at a total industry employment for each occupation.

C. Variance

Variance is defined as the difference between an expected universe count of an occupation and the actual sample count obtained in a survey. It is computed for each occupation at the estimating cell level. An estimating cell is composed of all establishments in one size class in one industry. The variance for an occupational estimate is the squared and weighted sample observations times a series of correction factors. The sum of the squared and weighted sample observations is derived from summation formulas dealing with

weights assigned to establishments, total employment reported by establishments, and employment reported by establishments for specific occupations. The series of correction factors[1] are derived from summation formulas dealing with benchmark employment less employment for volunteer reports, total employment reported by establishments, and the square of estimating cell benchmark factors (which are calculated by dividing the cell's benchmark employment by weighted total employment for the cell.

D. Sampling Error

Sampling error is defined as the difference between the estimated data derived from a sample and the data which would be expected if the entire universe of employers were surveyed. It is calculated by taking the square root of the variance of the estimates. In this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example, if an estimate of 100 has an associated sampling error of 10 the probability is 68 percent, or two chances out of three, that the true population value would be somewhere between 90 and 110.

E. Relative Error

Relative error expresses the sampling error as a percentage of the estimate. It is derived by dividing the sampling error (or square root of the variance) by the estimate and then multiplying by 100. For example, to illustrate the use of relative error, Communications (SIC 48), lists an estimated total of 352 general office clerks with a relative error of 4 percent. This indicates, at the 68 percent confidence level, the probability is two chances out of three that the results of a universe count of general office clerks would not differ from the estimate by more than 14 or an estimated high of 366 or low of 338. Any specific occupation with ten or more employees and relative error 50 percent or less was published separately in this report except in industry 41 where a relatively poor survey response restricted the relative error to the 35 percent level. Relative error was computed only for specific occupations and not for residual categories or occupational groupings.

F. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, such errors could arise from faulty questionnaire design, ineffective processing techniques, inaccuracy of data furnished, or the inability to collect data as defined. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the beginning and every effort was made for their elimination.

1. OES STATE OPERATIONS MANUAL U.S. DEPT OF LABOR BUREAU OF LABOR STATISTICS JULY 1986 8-50.

APPENDIX

The OES coding structure provides for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000-19999 I. Managerial and Administrative Occupations

Includes top and middle level managers, administrators, and executives. Primary duties are policy making, planing, staffing, directing or controlling the activities of industrial, commercial, governmental or other establishments. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000-39999 II. Professional, Paraprofessional and Technical Occupations

Includes persons concerned with the theoretical or practical aspects of such fields as science, art, education, law and business relations where substantial post-secondary educational preparation or equivalent on-the-job training or experience is required. Typical examples are: Architects; Engineers; Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioners; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers; Teachers; Air Traffic Controllers; Computer Programmers; Drafters; and Chemical Technicians (except Health).

40000-49999 III. Sales and Related Occupations

Includes persons selling goods or services and others directly related to sales. Typical examples are: Sales Agents and Placers; Insurance; Sales Engineers; Cashiers; and Salespersons, Retail.

50000-59999 IV. Clerical and Administrative Support Occupations

Includes persons performing office and plant clerical tasks such as typing, filing, computer operating, records keeping (personnel, stock, production, billing, etc); and mail preparation and distributing.

60000-69999 V. Service Occupations

Includes workers in occupations relating to protective service, food service, health assisting service, cleaning and building service and personal service.

70000-79999 VI. Agricultural, Forestry, Fishing and Related Occupations

Includes workers concerned with agricultural production, forestry, and fishing. Also included in this division are agriculture related workers such as animal caretakers and groundskeepers.

80000-98999 VII. Production, Construction, Operating, Maintenance and Material Handling Occupations

Includes all skilled, semiskilled and unskilled workers performing machine and manual tasks involving production, construction, operating, maintenance, repair and material handling operations.